## CONTRACT



WIVB 2077 Elmwood Ave. Buffalo, NY 14207 (716) 874-4410

And:

Smart Media Group 814 King Street Suite 400 Alexandria, VA 22314 USA

	Contract / Rev	vision		Alt Order #	
	907069	/		25249673	
Product					
ORDER					
Contract Dates	Estimate #				
09/27/16 - 10/03/16	927C03				
<u>Advertiser</u>			Ori	ginal Date /	Revision
POL/Tom Reed			0	7/21/16	/ 09/21/16
	Billing Cycle	Billing	Cale	<u>endar</u>	Cash/Trade
	EOM/EOC	Broado	ast		Cash
	<u>Property</u>	Accour	nt E	xecutive_	Sales Office
	WIVB	Katz W	/ash	nington	Katz/Washingto
	Special Handl	ing			
	<u>Demographic</u>				
	Adults 35+				
I	Agy Code	Adverti	iser	Code	Product 1/2
	9912891	REEN	Y		ORDR
	Agency Ref			Advertiser	Ref
	IN10086/SP66	881/TO	13	1	

*Line Ch Start Date End Date Description	Start/End Time	Spots/ Days Length Week	Rate Rtn	Type Spots	Amount
N 1 WIVB 09/28/16 09/28/16 Price Is Right  Start Date End Date Weekdays Spots/Week  Week: 09/26/16 10/02/161 1  Spot Ch Date Range Description  1 WIVB 09/26/16-10/02/16 Price Is Right  Credited	M-F 11a-12p <u>Rate</u> \$150.00 <u>Start/End Time</u> <i>M-F 11a-12p</i>	:30 <u>Weekdays Length</u> w :30	<u>Rate</u> \$150.00	NM 0  Type  NM	\$0.00
N 2 WIVB 09/30/16 09/30/16 Price Is Right  Start Date End Date Weekdays Spots/Week  Week: 09/26/16 10/02/161 1  Spot Ch Date Range Description  1 WIVB 09/26/16-10/02/16 Price Is Right  Credited	M-F 11a-12p Rate \$150.00 Start/End Time M-F 11a-12p	:30  Weekdays LengthF :30	<u>Rate</u> \$150.00	NM 0  Type  NM	\$0.00
D 3 WIVB 10/03/16 10/03/16 Price Is Right	M-F 11a-12p	:30		NM 0	\$0.00
N       4       WIVB       09/27/16       09/27/16       News 4 @ Noon         Start Date       End Date       Weekdays       Spots/Week         Week:       09/26/16       10/02/16       -1       1	M-F 12p-1230p <u>Rate</u> \$120.00	:30		NM 1	\$120.00
N       5       WIVB       09/29/16       09/29/16       News 4 @ Noon         Start Date       End Date       Weekdays       Spots/Week         Week:       09/26/16       10/02/16      1       1	M-F 12p-1230p <u>Rate</u> \$120.00	:30		NM 1	\$120.00
N       6       WIVB       10/03/16       10/03/16       News 4 @ Noon         Start Date       End Date       Weekdays       Spots/Week         Week:       10/03/16       10/09/16       1       1	M-F 12p-1230p <u>Rate</u> \$120.00	:30		NM 1	\$120.00
N       7       WIVB       10/02/16       10/02/16       Su Face/Nation 1030-1130a         Start Date       End Date       Weekdays       Spots/Week         Week:       09/26/16       10/02/16      1       1	<u>Rate</u> \$100.00	); :30		NM 0	\$0.00
Spot Ch Date Range Description 1 WIVB 09/26/16-10/02/16 Su Face/Nation 1030-1130. Credited	Start/End Time a Su Face/Nation 1	Weekdays Length '0St :30	<u>Rate</u> \$100.00	<u>Type</u> <i>NM</i>	
N 12 WIVB 09/27/16 09/27/16 Early Morning Wake Up M-F  Start Date End Date Weekdays Spots/Week  Week: 09/26/16 10/02/16 -1 1	M-F 5a-559a <u>Rate</u> \$100.00	:30		NM 1	\$100.00
N 13 WIVB 09/28/16 09/28/16 Early Morning Wake Up M-F	M-F 5a-559a	:30		NM 1	\$100.00

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Contract Agreement Between: Print Date 09/23/16 Page 2 of 5



	Alt Order # 25249673
<u>Contract Dates</u> 09/27/16 - 10/03/16	Estimate # 927C03

<u>Advertiser</u>	Original Date / Revision
POL/Tom Reed	07/21/16 / 09/21/16

*Line Ch Start Date End Date Description	Start/End Time	S Days Length V	Spots/ Week Rate Rtn Type	Spots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 09/26/16         10/02/16        1         1	<u>Rate</u> \$100.00				
N 14 WIVB 09/29/16 09/29/16 Early Morning Wake Up M-F <u>Start Date</u> End Date Weekdays Spots/Week  Week: 09/26/16 10/02/161 1	M-F 5a-559a <u>Rate</u> \$100.00	:30	NM	1	\$100.00
N 15 WIVB 09/30/16 09/30/16 Early Morning Wake Up M-F <u>Start Date</u> End Date Weekdays Spots/Week  Week: 09/26/16 10/02/161 1	M-F 5a-559a <u>Rate</u> \$100.00	:30	NM	1	\$100.00
N 16 WIVB 10/03/16 10/03/16 Early Morning Wake Up M-F  Start Date   End Date   Weekdays   Spots/Week  Week: 10/03/16 10/09/16 1 1	M-F 5a-559a <u>Rate</u> \$100.00	:30	NM	1	\$100.00
N 17 WIVB 09/27/16 09/27/16 Wake Up Early AM 559-7a  Start Date   End Date   Weekdays   Spots/Week  Week: 09/26/16 10/02/16 -1 1	M-F 559a-7a <u>Rate</u> \$195.00	:30	NM	1	\$195.00
N 18 WIVB 09/28/16 09/28/16 Wake Up Early AM 559-7a  Start Date   End Date   Weekdays   Spots/Week  Week: 09/26/16 10/02/161 1	M-F 559a-7a <u>Rate</u> \$195.00	:30	NM	1	\$195.00
N 19 WIVB 09/29/16 09/29/16 Wake Up Early AM 559-7a  Start Date   End Date   Weekdays   Spots/Week  Week: 09/26/16 10/02/161 1	M-F 559a-7a <u>Rate</u> \$195.00	:30	NM	1	\$195.00
N 20 WIVB 10/03/16 10/03/16 Wake Up Early AM 559-7a  Start Date   End Date   Weekdays   Spots/Week  Week: 10/03/16 10/09/16 1 1	M-F 559a-7a <u>Rate</u> \$195.00	:30	NM	1	\$195.00
N 21 WIVB 09/27/16 09/27/16 M-F Early Show 7a-9a  Start Date   End Date   Weekdays   Spots/Week  Week: 09/26/16 10/02/16 -1 1	M-F Early Show 7a Rate \$75.00	:30	NM	1	\$75.00
N 22 WIVB 09/28/16 09/28/16 M-F Early Show 7a-9a  Start Date End Date Weekdays Spots/Week Week: 09/26/16 10/02/161 1	M-F Early Show 7a Rate \$75.00	:30	NM	1	\$75.00
N 23 WIVB 09/29/16 09/29/16 M-F Early Show 7a-9a  Start Date End Date Weekdays Spots/Week Week: 09/26/16 10/02/161 1	M-F Early Show 7a Rate \$75.00	:30	NM	1	\$75.00
N 24 WIVB 09/30/16 09/30/16 M-F Early Show 7a-9a  Start Date End Date Weekdays Spots/Week Week: 09/26/16 10/02/161 1	M-F Early Show 7a Rate \$75.00	:30	NM	1	\$75.00
N 25 WIVB 10/03/16 10/03/16 M-F Early Show 7a-9a  Start Date End Date Weekdays Spots/Week Week: 10/03/16 10/09/16 1 1	M-F Early Show 7a Rate \$75.00	:30	NM	1	\$75.00
N 26 WIVB 10/01/16 10/01/16 Saturday Wknd Wake Up R  Start Date End Date Weekdays Spots/Week Week: 09/26/16 10/02/161 1	ESa 6a-8a <u>Rate</u> \$75.00	:30	NM	1	\$75.00
N 27 WIVB 10/01/16 10/01/16 CBS This Morning Saturday  Start Date End Date Weekdays Spots/Week  Week: 09/26/16 10/02/161 1	Sa 8a-10a <u>Rate</u> \$100.00	:30	NM	1	\$100.00
N 28 WIVB 10/02/16 10/02/16 Su Wknd Wakeup 6a-8a RE  Start Date   End Date   Weekdays   Spots/Week  Week: 09/26/16 10/02/161 1	NSu Wknd Wakeup Rate \$65.00	:30	NM	1	\$65.00
N 29 WIVB 10/02/16 10/02/16 CBS Sunday Morn 9a-1030a Start Date End Date Weekdays Spots/Week	a CBS Sunday Morn <u>Rate</u>	:30	NM	0	\$0.00

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POL/Tom Reed



	Contract / Revision 907069 /	<u>Alt Order #</u> 25249673		
Contract Dates 09/27/16 - 10/03/16	Product ORDER	Estimate # 927C03		
Advertiser	Original Date / Revision			

07/21/16 / 09/21/16

	Start/End	Spots/			
*Line Ch Start Date End Date Description	Time	Days Length Week	Rate Rtn Type	Spots	Amount
Start Date         End Date         Weekdays         Spots/Week           Week:         09/26/16         10/02/16        1         1           Spot Ch         Date Range         Description           1 WIVB         09/26/16-10/02/16         CBS Sunday Morn 9a-1030           Credited	Start/End Time		<u>Rate</u> <u>Type</u> \$225.00 NM		
N 30 WIVB 09/27/16 09/27/16 M-F 5p News 5-6p  Start Date End Date Weekdays Spots/Week Week: 09/26/16 10/02/16 -1 1	M-F 5p News 5 <u>Rate</u> \$200.00	-6p :30	NM	1	\$200.00
N 31 WIVB 09/28/16 09/28/16 M-F 5p News 5-6p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/26/16 10/02/161 1	M-F 5p News 5 <u>Rate</u> \$200.00	-6p :30	NM	1	\$200.00
N 32 WIVB 09/29/16 09/29/16 M-F 5p News 5-6p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/26/16 10/02/161 1	M-F 5p News 5 <u>Rate</u> \$200.00	-6p :30	NM	1	\$200.00
N 33 WIVB 09/28/16       09/28/16 M-F News 4 @ 6pm         Start Date       End Date       Weekdays       Spots/Week         Week: 09/26/16       10/02/16      1       1		6pn :30	NM	1	\$400.00
N       34       WIVB       09/30/16       09/30/16       M-F News 4 @ 6pm         Start Date       End Date       Weekdays       Spots/Week         Week:       09/26/16       10/02/16      1       1	M-F News 4 @ <u>Rate</u> \$400.00	6pn :30	NM	1	\$400.00
D 35 WIVB 09/28/16 09/28/16 M-F CBS Even News 630-6	58M-F CBS Even	Nev :30	NM	0	\$0.00
N 36 WIVB 10/01/16 10/01/16 Sa/Su EN 6-630p  Start Date End Date Weekdays Spots/Week  Week: 09/26/16 10/02/161 1  Spot Ch Date Range Description  1 WIVB 09/26/16-10/02/16 Sa/Su EN 6-630p  Credited		<u> Weekdays</u> <u>Length</u>	NM <u>Rate</u> <u>Type</u> \$120.00 <i>NM</i>	0	\$0.00
N 38 WIVB 09/27/16 09/27/16 LF M-F The Late Show  Start Date End Date Weekdays Spots/Week Week: 09/26/16 10/02/16 -1 1	LF M-F The Late Rate \$75.00	e S :30	NM	1	\$75.00
N 39 WIVB 09/28/16 09/28/16 LF M-F The Late Show <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/26/16 10/02/161 1	LF M-F The Lat <u>Rate</u> \$75.00	re S :30	NM	1	\$75.00
N 40 WIVB 10/03/16       10/03/16       LF M-F The Late Show         Start Date       End Date       Weekdays       Spots/Week         Week: 10/03/16       10/09/16       1       1	LF M-F The Late Rate \$75.00		NM	1	\$75.00
N 42 WIVB 10/01/16 10/01/16 M-Su Late Fringe  Start Date End Date Weekdays Spots/Week  Week: 09/26/16 10/02/161- 1	M-Su 1135p-13 <u>Rate</u> \$15.00	5a :30	NM	1	\$15.00
N 43 WIVB 10/01/16 10/01/16 M-Su Late Fringe <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/26/16 10/02/161- 1	M-Su 1135p-13 <u>Rate</u> \$30.00	5a :30	NM	1	\$30.00
N       44       WIVB       10/02/16       10/02/16       M-Su Late Fringe         Start Date       End Date       Weekdays       Spots/Week         Week:       09/26/16       10/02/16      1       1	M-Su 1135p-13 <u>Rate</u> \$15.00	5a :30	NM	1	\$15.00
N 45 WIVB 10/02/16 10/02/16 M-Su Late Fringe <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/26/16 10/02/161 1	M-Su 1135p-13 <u>Rate</u> \$25.00	5a :30	NM	1	\$25.00
N 46 WIVB 09/27/16 09/27/16 M-Su 11-1135p	M-Su 11-1135p	:30	NM	1	\$240.00

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Start/End

<u>Advertiser</u>

POL/Tom Reed



Start Date

WIVB 09/27/16

Start Date

Start Date

WIVB 09/30/16

Start Date

WIVB 10/03/16

Start Date

WIVB 10/02/16

WIVB 10/01/16

Start Date

Start Date

Start Date

57 WIVB 09/29/16

Week: 09/26/16

Week: 09/26/16

Week: 09/26/16

Week: 09/26/16

Week: 10/03/16

Week: 09/26/16

Week: 09/26/16 1 62 WIVB 09/27/16

56

58

59

End Date

10/02/16

**End Date** 

10/02/16

End Date

10/02/16

**End Date** 

10/02/16

**End Date** 

10/09/16

**End Date** 

10/02/16

**End Date** 

End Date

09/27/16

09/29/16

09/30/16

10/03/16

10/02/16

10/01/16

09/27/16

<u>Weekdays</u>

----1

Weekdays

**Weekdays** 

Weekdays

---1--

<u>Weekdays</u>

<u>Weekdays</u>

<u>Weekdays</u>

**Weekdays** 

	<u>Alt Order #</u> 25249673
<u>Contract Dates</u> 09/27/16 - 10/03/16	Estimate # 927C03

Spots/

:30

:30

:30

:30

:30

:30

:30

Original Date / Revision

/ 09/21/16

07/21/16

NM

NM

NM

NM

NM

NM

1

1

1

\$15.00

\$15.00

\$15.00

\$15.00

\$120.00

\$10.00

\$10.00

*Line Ch Start Date End Date Description	Time	Days Length Week	Rate Rtn Type Spot	S	Amount
Start Date         End Date         Weekdays         Spots/Week           Week: 09/26/16         10/02/16         -1         1	<u>Rate</u> \$240.00				
N 47 WIVB 09/28/16 09/28/16 M-Su 11-1135p  Start Date End Date Weekdays Spots/Week Week: 09/26/16 10/02/161 1	M-Su 11-1135p <u>Rate</u> \$240.00	:30	NM	1	\$240.00
N 48 WIVB 10/03/16 10/03/16 M-Su 11-1135p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/16 1 1	M-Su 11-1135p <u>Rate</u> \$240.00	:30	NM	1	\$240.00
N 49 WIVB 10/01/16 10/01/16 M-Su 11-1135p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/26/16 10/02/161- 1	M-Su 11-1135p <u>Rate</u> \$200.00	:30	NM	1	\$200.00
N 50 WIVB 10/02/16 10/02/16 M-Su 11-1135p  Start Date End Date Weekdays Spots/Week Week: 09/26/16 10/02/161 1	M-Su 11-1135p <u>Rate</u> \$200.00	:30	NM	1	\$200.00
N 51 WIVB 09/27/16 09/27/16 M-F 658-730p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/26/16 10/02/16 -1 1	M-F 658-730p <u>Rate</u> \$350.00	:30	NM	1	\$350.00
N 52 WIVB 09/29/16 09/29/16 M-F 658-730p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/26/16 10/02/161 1	M-F 658-730p <u>Rate</u> \$350.00	:30	NM	1	\$350.00
N 53 WIVB 10/03/16 10/03/16 M-F 658-730p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 10/03/16 10/09/16 1 1	M-F 658-730p <u>Kate</u> \$350.00	:30	NM	1	\$350.00
N 54 WIVB 09/30/16 09/30/16 Friday 10-11p <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/26/16 10/02/161 1	Friday 10-11p <u>Rate</u> \$750.00	:30	NM	1	\$750.00
N 55 WIVB 10/02/16 10/02/16 Reg Season Bills (LIT)	Reg Season Bills (I	:30	NM	1	\$8,500.00

Rate

Rate

Rate

Rate

Rate \$15.00

Sa/Su 630-658P

\$120.00

Rate

M-Su Overnight 13

Rate

\$10.00

\$15.00

\$15.00

\$15.00

\$8,500.00

Spots/Week

Spots/Week

Spots/Week

Spots/Week

Spots/Week

Spots/Week

Spots/Week

Spots/Week

M-F 4a-430a CBS Morn NewsM-F 4a-430a CBS I

Sa/Su Wknd CBS News

M-Su Overnight

M-F 430a-5a Wake Up Early M-F 430a-5a Wake

## (\* Line Transactions: N = New, E = Edited, D = Deleted)

Contract Agreement Between: Print Date 09/23/16 Page 5 of 5



09/27/16 - 10/03/16	ORDER	927C03
00/07/40 40/00/40	LODDED	007000
Contract Dates	<u>Product</u>	Estimate #
	907069 /	25249673
	Contract / Revision	Alt Order #

<u>Advertiser</u>	Original Date / Revision
POL/Tom Reed	07/21/16 / 09/21/16
	-

*Line Ch Start Date End Date Description	Start/End Time	Days	Spots/ Length Week	Rate Rtn Type	Spots	Amount
Week: 09/26/16 End Date Weekdays Spots/Week	<u>Rate</u> \$10.00	-	<u> </u>	-		
N 63 WIVB 10/03/16 10/03/16 M-F 4a-430a CBS Morn Ne	w:M-F 4a-430a CBS   <u>Rate</u> \$10.00		:30	NM	1	\$10.00
D 64 WIVB 10/02/16 10/02/16 Sa 4a-8a /Su 4a-9a	4-4:30a		:30	NM	0	\$0.00
N 65 WIVB 10/01/16 10/01/16 Saturday Wknd Wake Up F  Start Date End Date Weekdays Spots/Week  Week: 09/26/16 10/02/161 1	RESa 6a-8a <u>Rate</u> \$75.00		:30	NM	1	\$75.00
D 66 WIVB 09/30/16 09/30/16 M-Sa Prime Access	6:30-7p		:30	NM	0	\$0.00
N       67       WIVB       09/27/16       09/27/16       Tuesday Prime Hour 3         Start Date       End Date       Weekdays       Spots/Week         Week:       09/26/16       10/02/16       -1       1	Tuesday 10p-11p <u>Rate</u> \$400.00		:30	NM	1	\$400.00
N 68 WIVB 10/02/16 10/02/16 Reg Season Bills (LIT)  Start Date End Date Weekdays Spots/Week Week: 09/26/16 10/02/161 1	Reg Season Bills (I <u>Rate</u> \$8,500.00		:30	NM	1	\$8,500.00
N 69 WIVB 10/02/16 10/02/16 M-Su Overnight  Start Date End Date Weekdays Spots/Week Week: 09/26/16 10/02/161 1	M-Su Overnight 13: <u>Rate</u> \$10.00		:30	NM	1	\$10.00
N 70 WIVB 09/27/16 09/27/16 Price Is Right  Start Date End Date Weekdays Spots/Week Week: 09/26/16 10/02/16 -1 1	M-F 11a-12p <u>Rate</u> \$350.00		:30	NM	1	\$350.00
N 71 WIVB 09/28/16 09/28/16 Price Is Right  Start Date End Date Weekdays Spots/Week Week: 09/26/16 10/02/161 1	M-F 11a-12p <u>Rate</u> \$350.00		:30	NM	1	\$350.00
N       72       WIVB       09/27/16       09/27/16       News 4 @ Noon         Start Date       End Date       Weekdays       Spots/Week         Week:       09/26/16       10/02/16       -1       1	M-F 12p-1230p <u>Rate</u> \$135.00		:30	NM	1	\$135.00
N         73         WIVB         09/27/16         09/27/16         M-F James Corydon           Start Date         End Date         Weekdays         Spots/Week           Week:         09/26/16         10/02/16         -1         1	M-F 1235a-135a <u>Rate</u> \$30.00		:30	NM	1	\$30.00
N 74 WIVB 09/28/16 09/28/16 M-F James Corydon <u>Start Date</u> <u>End Date</u> <u>Weekdays</u> <u>Spots/Week</u> Week: 09/26/16 10/02/161 1	M-F 1235a-135a <u>Rate</u> \$30.00		:30	NM	1	\$30.00
		Totals	0.00		59	\$25,475.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amoun
09/26/16 -10/03/16	59	\$25,475.00	(\$3,821.25)	\$21,653.75
Totals	59	\$25,475,00	(\$3.821.25)	\$21,653,75

Signature:	Date:

(\* Line Transactions: N = New, E = Edited, D = Deleted)